



## Gary M. Wingens

Chairman and Managing Partner

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Gary is Chairman and Managing Partner of Lowenstein Sandler. The firm has experienced substantial growth under his direction, and now comprises over 350 lawyers in offices in New York, Palo Alto, New Jersey, Utah, and Washington, D.C. Gary believes that what makes Lowenstein Sandler different is the intensity of the firm's devotion to its people, its clients, and its communities. Under his leadership, the firm's lawyers regularly invest their skills and passion to support their colleagues, advance their clients' businesses, and strengthen their communities.

Gary's legal practice spans the areas of structured finance, mortgage finance, and commercial real estate, overseeing acquisitions, dispositions, and financings of properties; mortgage loans; and servicing rights valued in the billions of dollars. Esteemed by clients for his in-depth understanding of their industries and business processes, he inspires the firm's lawyers to immerse themselves in their clients' businesses in order to deliver efficient, relevant solutions.

Gary is also passionate about public interest and pro bono work. His vision inspired the creation of the Lowenstein Center for the Public Interest to strategically channel the firm's pro bono and public interest efforts. He serves on the Board of Directors of the New Jersey Institute for Social Justice; the Board of Trustees of the Victoria Foundation, which funds programs to break the cycle of poverty, reform education, and revitalize families and neighborhoods; and the Board of Directors of Kids In Need of Defense (KIND), providing pro bono representation to unaccompanied immigrant and refugee children in their deportation proceedings. He also serves on the Executive Committee of the Jewish Federation of Greater Metrowest and the Council of Trustees of the New Jersey Performing Arts Center. He is former President of the Board of Golda Och Academy, a Solomon Schechter school.

## HONORS & AWARDS

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- > **The Best Lawyers in America (2019-2020)**  
Featured in two categories: Banking and Finance Law & Securitization and Structured Finance Law
- > **NJBIZ: Law Power 50 (2019)**  
Recognizing skill and acumen in the courtroom, the boardroom, legislative chambers, or at the bargaining table
- > **NJBIZ: Power 100 (2019)**  
Recognizing influential professionals shaping the future
- > **New Jersey Super Lawyers (2007, 2017-2018)**  
Recognized for work in Business/Corporate, Mergers & Acquisitions, and Real Estate
- > **Leadership Council on Legal Diversity Compass Award (2019)**  
Recognized for his participation in and support of LCLD's mission and programs.

## NEWS & INSIGHTS

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### Publications

- > June 25, 2018  
**"The Law Did Not Create This Crisis, but Lawyers Will Help End It,"** *The New York Times*  
Gary M. Wingens

### In the Media

- > December 12; December 27, 2019  
In the *New Jersey Law Journal* article, "**Lowenstein Ups Pay for New Jersey Associates, Closing Gap With New York,**" Chairman and Managing Partner **Gary M. Wingens** discusses how firm associates on both sides of the Hudson River will now earn the same. "We believe compensation should be [based on] what you do, not where you work," he says. Lowenstein stands out among leading firms in the New York market because it has two major offices within miles of each other in that market: one in the heart of midtown and the other in a wooded, park-like setting in suburban New Jersey. Many attorneys, including Wingens, spend time in both offices. "One of our competitive distinctions is that you can be in the city or the suburbs," he says. "If you want Rockefeller Center, you can do that. If you want Roseland, you can do that." This advantage has succeeded in attracting

lawyers at both the beginning and apex of their careers, including what the firm calls “boomerangs”: those who left the firm for other opportunities and then returned. “We are competing with national firms on a national scale,” Wingens says. “We need the talent for our ... practice to be able to compete with the best firms in the world.” A brief write-up of this development also appears in **Law.com** and **The American Lawyer**. (*subscription required to access articles*)

> June 24, 2019

Lowenstein Chairman and Managing Partner **Gary M. Wingens** was named to **NJBIZ's Law Power 50**, which recognizes lawyers' “skills and acumen [in the] courtroom, the boardroom, legislative chambers or at the bargaining table.” The article notes the growth of Lowenstein under Wingens' decade of leadership, with a 14 percent jump in revenue from 2017 to 2018 “when only 11 of the top 200 U.S. firms grew more than 10 percent.” In addition to citing that “[i]n the last decade, the firm's New York office has more than tripled, and offices have grown from its Roseland HQ to offices in Palo Alto, California; Washington, D.C.; and Utah,” the article states that it is “not just quantity, though, it's quality: big names like former state attorneys general **Chris Porrino** and **Anne Milgram** have joined in recent years.” It also mentions Wingens' role in creating the **Lowenstein Center for the Public Interest** and its advocacy for the legal rights of immigrant children and families at the southern border.

> June 4, 2019

Lowenstein's addition of new marketing, innovation and technology, and pricing professionals to its senior management team is profiled in **The American Lawyer** and **Law.com**. The hiring of **Victor Barkalov**, Chief Innovation & Information Officer; **Kevin Iredell**, Chief Marketing Officer; and **Mikhail Makarovsky**, Director of Pricing & Profitability, is a “continuation of the mandate” to “up our operations game,” says Chairman and Managing Partner **Gary M. Wingens**. “We're in a much more sophisticated and in some ways complicated business than we were a decade ago ... The lawyers here require a business services group and senior management team” with “deep expertise in their fields.” Chief Operating Officer **Joseph J. Palermo** describes the new roles as a response to client asks: “Almost every client is asking how much something is going to cost. We're trying to get in front of that.” **View Lowenstein's news announcement about these executives' arrival to the firm.**

> January 2-7; May 8, 2019

Lowenstein's 2019 promotion of seven lawyers to partner and six to counsel (including three women in each category) is noted in **Bloomberg Law – Big Law Business**. These promotions are also highlighted in **LawFuel**, **The Deal**, and the Commerce and Industry Association of New Jersey's (CIANJ) **Business Beat** newsletter, with **Lesley P. Adamo**, **Dmitry Andreev**, **Marc S. Kurzweil**, **James B. O'Grady**, **Eileen Overbaugh**, **Peter Slocum**, and **Julie Levinson Werner** highlighted as newly elected partners and **Brandon Fierro**, **Joseph G. Jones**, **Robert Lynn**, **Brianne Perlman**, **Nedda N. Salehi**, and **Leah Satlin** listed as promoted to counsel. **Gary M. Wingens** is quoted regarding the critical role these lawyers will play in the firm's continued success. **Law360** notes our partner elevations in an article highlighting firms' Q1 promotions. (*subscription required to access certain content*) **View Lowenstein's news announcement about these promotions.**

> March 12-14, 2019

**Paul B. Matey's** confirmation to the U.S. Court of Appeals for the Third Circuit is highlighted in **NJBIZ, ROI-NJ**, the Commerce and Industry Association of New Jersey's (CIANJ) **Business Beat** newsletter, the **New Jersey Globe**, **FindLaw**, **New Jersey Appellate Law**, and the **ABA Journal**. **ROI-NJ** and **Business Beat** quote Chairman and Managing Partner **Gary M. Wingens** and partner **Christopher Porrino**. Wingens states that Matey's background “makes him a great choice to join the Third Circuit, and his appointment to the federal bench dovetails nicely with our firm's long-held commitment to public service.” Porrino offers well wishes and notes his enthusiasm to see the “great contributions Matey will make to the Third Circuit and to the federal judiciary.” **View Lowenstein's news announcement about Matey's confirmation.**

> March 8, 2019

**Law.com** highlights how Lowenstein Sandler's **White Collar Criminal Defense** practice has grown rapidly through the recent recruitment of experienced former prosecutors, including **Paul B. Matey**, **Ryan M. Wilson**, **Peter Slocum**, **Elie Honig**, **Kathleen A. McGee**, and two former New Jersey Attorneys General, **Anne M. Milgram**, and **Christopher Porrino**. The article quotes Chairman and Managing Partner **Gary M. Wingens**, who states that the practice's notable growth in business and top-tier talent is the result of a deliberate effort to increase “the depth and breadth of our skill set.” He cites Milgram's heading an internal investigation on behalf of the Dallas Mavericks as an example of the caliber of work the group handles and notes that “clients want to see critical mass in the practice” and a team of lawyers “with different backgrounds who can handle lots of parallel investigations.”

> February 26, 2019

**Law.com** reports on Lowenstein's impressive 2018 growth, financial success, and notable matters on behalf of clients. The article highlights the firm's 14.2 percent revenue increase from 2017, which firm Chairman and Managing Partner **Gary M. Wingens** attributes to strong activity across all practice groups, including litigation, transactional, and bankruptcy. Wingens also credits improvements in revenue metrics to the addition of multiple lateral attorneys to the white collar practice, as well as the launch of the firm's Global Trade & Policy group, allowing the firm to provide a critical area of service to current and prospective clients in key industries. For the coming year, Wingens states that the firm will maintain a “focus on sectors that are transforming the U.S. economy,” including investment funds, life sciences, and technology, while continuing to build Lowenstein's litigation practice.

> January 16, 2019

**Gary M. Wingens** discusses Lowenstein's strategy for success over the past decade, the firm's pro bono immigration work, cutting-edge initiatives undertaken during his tenure as Chairman and Managing Partner, and how technology is changing the practice of law. In a **Law360** “Law Firm Leaders Speak” Q&A, Wingens explains how the firm's commitment to a client- and sector-focused approach has been key to Lowenstein's success. He explains how a close look at client metrics led to the firm's sector focus and why doubling down on the services that clients truly want is a smart business approach. Wingens highlights the importance of taking risks and notes how the launch of the firm's venture practice in the late 1990s positioned it to be among the first movers in the New York tech market. He also discusses how the legal profession's adoption of new technology has allowed lawyers to work faster and better. When discussing the firm's pro bono immigration work, he notes that lawyers have a professional obligation to give back considering their unique ability to impact social change using the legal system.

> December 27, 2018

**Gary M. Wingens** and **Benjamin Kozinn** are mentioned in **The American Lawyer** in an article discussing 2018 as a strong year for U.S. law firms. The article notes that Wingens reported Lowenstein's 51.4 percent revenue growth over the past decade. Kozinn states the firm's hedge fund clients, among others, recognize the whole value proposition that Lowenstein represents and provides.

> November 6, 2018

**Bloomberg BNA** once again highlights Lowenstein Sandler's gender-neutral parental leave policy that applies uniformly to all of its employees. The article quotes firm Chairman and Managing Partner **Gary M. Wingens**, who notes that a law degree should not determine how much time an employee may need to bond with a new child.

> August 16, 2018

**Harvard Law Today** highlights **Gary M. Wingens** and other Harvard Law School alumni regarding their role in mobilizing law firms and nonprofits in a coordinated, nationwide pro bono effort to secure representation for children separated from their parents under government policy. The article notes that Wingens and Paul Weiss chair Brad Karp coauthored **New York Times** Op-Ed, "**The Law Did Not Create This Crisis, but Lawyers Will Help End It**," which presented a unified front of over 30 law firms calling for the administration to develop an immediate plan for reunifying more than 2,300 children separated from their parents upon entering the United States. The Harvard profile quotes Wingens: "We are advocating that every child should have the right to counsel, have their case presented in the best possible light, and have an informed immigration judge make a decision under the law." He continues: "Representing families in immigration proceedings is not a new issue, but the child separation policy is ... reckless. It is designed to deprive children and families of their rights to seek asylum, and it shows a complete disregard for the rights and well-being of these children and their families." Concluding on a hopeful note, Wingens observes that "there are enough lawyers out there who are ready to take every case. ... There are that many people who have come forward and are willing to help."

> August 1, 2018

**The American Lawyer** quotes the **New York Times** Op-Ed, "**The Law Did Not Create This Crisis, but Lawyers Will Help End It**," and notes co-authors **Gary M. Wingens** and Brad S. Karp, Chairman, Paul, Weiss, Rifkind, Wharton & Garrison LLP. (*online article not available; see print version of The American Lawyer, August 2018*)

> July 9, 2018

The **New York Law Journal** quotes **Gary M. Wingens** in an article discussing an increase in New York law firms' headcount. Wingens states that Lowenstein is seeking more midlevel associates in the New York area than at any other time since 2007, citing an uptick in the firm's **Investment Management, Mergers & Acquisitions, Private Equity, White Collar Criminal Defense**, and **Bankruptcy, Financial Reorganization & Creditors' Rights** practices. (*subscription required to access article*)

> June 26-July 2, 2018

**The National Law Journal, Bloomberg Law – Big Law Business, The American Lawyer, the ABA Journal, Law360, the Sun Sentinel, the Houston Business Journal, The Am Law Litigation Daily, Adam Smith, Esq., and LawPundit** spotlight the firm's call (co-authored by **Gary M. Wingens** and Brad Karp of Paul Weiss and published in **The New York Times**) for the Trump administration to develop an immediate plan for reunifying over 2,300 children separated from their parents upon entering the United States. **The American Lawyer** offers a thorough profile of how the Op-Ed came about, from thought process through drafting and execution, with Wingens quoted regarding Lowenstein's involvement: "We believe this kind of stance is consistent with who we are...It's who we've always been." Media coverage notes the support of 34 law firms nationwide. (*subscription required to access certain articles*)

> June 26-July 2, 2018

**Above the Law, Law360**, and the **New Jersey Law Journal** note the firm's updated associate compensation structure. **Above the Law** provides a visual breakdown of bonuses for the law school graduating classes of 2010-2017 and also notes the joint Op-Ed coauthored by **Gary M. Wingens** and Paul Weiss's Brad Karp, published in **The New York Times**, which calls on the Trump administration to abide by the rule of law regarding asylum seekers crossing the U.S. border. (*subscription required to access certain articles*)

> June 1, 2018

**The American Lawyer** quotes **Gary M. Wingens** in an article profiling Lowenstein Sandler's steady financial growth and client successes (*online article not available; see print version of The American Lawyer, June 2018, page 53*).

> February 13, 2018

**Law.com** quotes firm chairman and managing partner **Gary M. Wingens** in profiling Lowenstein Sandler's strong 2017 financial results and client successes.

> January 25, 2018

**Gary M. Wingens** and **Joseph J. Palermo** are quoted in **Bloomberg Law – Big Law Business** about Joe's joining Lowenstein as COO and, more broadly, about the growing importance of the COO role in law firms' strategic growth and direction. Joe's arrival at the firm was also covered in **LawFuel**.

> December 1, 2017

**Gary M. Wingens** and **Gregory Fleischmann** are quoted in **citybizlist** and **NJBIZ** regarding Greg's joining Lowenstein as Chief Marketing Officer. Greg's move to the firm is also noted by **Deloitte** and the **Legal Marketing Association**.

> December 14, 2015

In an exclusive interview with **Bloomberg Big Law**, **Gary Wingens** discusses the firm's evolution and the difficult decisions that built a stronger firm and national presence.

> May 19, 2015

In an interview with **Forbes**, **Gary Wingens** discusses how strategy-driven leadership has created a competitive edge for the firm in an increasingly challenging market.

## EDUCATION

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> Harvard Law School (J.D. 1988), cum laude

> Brandeis University (B.A. 1985), cum laude

## ADMISSIONS

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> New York

> New Jersey

> District of Columbia